

## Message Text

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ACTION COME-00

INFO OCT-01 AF-08 IO-13 ISO-00 FEA-01 AGRE-00 CEA-01  
CIAE-00 DODE-00 EB-07 FRB-03 H-01 INR-07 INT-05 L-03  
LAB-04 NSAE-00 NSC-05 PA-01 AID-05 CIEP-01 SS-15  
STR-04 ITC-01 TRSE-00 USIA-06 PRS-01 SP-02 OMB-01  
/096 W

-----110840Z 001607 /14

R 110616Z JAN 77

FM AMEMBASSY LILONGWE

TO SECSTATE WASHDC 545

INFO USDEL MTN GENEVA

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E.O. 11652: N/A

TAGS: ETRD, MTN, MI

SUBJECT: MTN: US NEGOTIATING OBJECTIVES

REF: (76) STATE 308918

1. MALAWI MINTRADE SPOKESMEN INDICATE THAT GOM IS NOW INTERESTED ONLY IN TROPICAL PRODUCTS DISCUSSIONS OUTSIDE MTN (SUCH AS NEW SUGAR AGREEMENT) SINCE SUCH PRODUCTS ACCOUNT ALMOST EXCLUSIVELY FOR MALAWI EXPORT EARNINGS. AS NOTED IN REFTTEL, HOWEVER, MALAWI WAS NOT INTERESTED IN TROPICAL PRODUCTS EARLIER IN MTN, ONLY IN LOME AGREEMENT AND US GSP EFFECTS. GOM OCCASIONALLY HEARS OF MTN ISSUES THROUGH THE COMMONWEALTH SECRETARIAT IN GENEVA SINCE GOM CANNOT AFFORD ANY PERMANENT REPRESENTATIVE OF ITS OWN. SPOKESMEN TOLD ECONOFF THAT GOM HAS NEITHER A PRIMARY INTEREST NOR ANY SPECIFIC GOALS IN MTN. IN EMBASSY VIEW MALAWI WILL NOT MAKE ANY MEANINGFUL CONTRIBUTION AT ANY STAGE.

2. GOM COMMTRADE EXPLAINS MALAWI LOOKING AHEAD ONLY TO LIMITED OFFICIAL USE

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CONTIGUOUS REGIONAL MARKET FOR EXPORT OF A SELECTED FEW ITEMS PRODUCED BY BASIC IMPORT-SUBSTITUTION INDUSTRIES WHICH NOW HAVE DEVELOPED MINOR EXPORT POTENTIAL (TEXTILES, CANNED VEGETABLES, HAND AGRICULTURAL IMPLEMENTS).

3. US PRODUCTS RECEIVE MFN TREATMENT IN MALAWI. THE LIMITED SIZE OF THE MARKET, ITS DISTANCE FROM US

SUPPLIERS, SEEMING PREFERENCE OF US FIRMS TO MARKET  
GOODS THROUGH EUROPEAN, SOUTH AFRICAN AND OTHER  
SUBSIDIARIES AND TRADITIONAL UK AND SOUTH AFRICAN TIES  
OF LOCAL BUSINESS ARE MOST IMPORTANT EXPLANATORY FACTORS  
ACCOUNTING FOR SMALL OVERALL U.S. MARKET SHARE. THERE  
ARE NO SPECIFIC TARIFF OR OTHER OFFICIAL BARRIERS TO  
EXPANDED MALAWI IMPORTS FROM U.S. FOR EXAMPLE, U.S.  
SUPPLIERS CURRENTLY MAINTAIN A HEALTHY SHARE OF THE  
MARKET IN CONSTRUCTION, AGRICULTURAL AND INDUSTRIAL  
MACHINERY.  
STEVENSON

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TROPICAL PRODUCTS, TRADE AGREEMENTS, MARKET SURVEYS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 11-Jan-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977LILONG00046  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770009-1208  
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**Handling Restrictions:** n/a  
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**Line Count:** 73  
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**Litigation History:**  
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**Message ID:** bc1a2fdb-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 308918  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3626831  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** MTN: US NEGOTIATING OBJECTIVES  
**TAGS:** ETRD, MI, US, MTN  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/bc1a2fdb-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009